FROM CHAOS TO CEOss

Overview of

COMMERCIAL ENTERPRISE OMNIBUS Support Services

Briefing for

Business Performance Office Training

Tigard, OR

CEOss Discussion Agenda

- Introduction to ACSS
- Background / Optimization
- ACSS & Electronic Commerce (eP2)
- ACSS Service Center Operations

Introduction to ACSS

Requirements Planning

Helping our Project Officers.....

Requirements Planning

Get their stuff in one bag……..

Guidance & Objectives

Overarching Procurement Guidance

- Focus on the Command Mission - Outcome *v.* Process
- Future Buying Practices governed by Commercial Rules
- Performance / Results Focus not Control / Oversight

MCSC Objectives

- Leverage Commercial Business Model
- Leverage Pricing Dynamics of the Marketplace
- Enhance Competitive Business Climate within the Regi
- Reward Performance / Mitigate Risk - Quantify Results
- Customer-centric / Regulatory Compliant

Challenges & Constraints

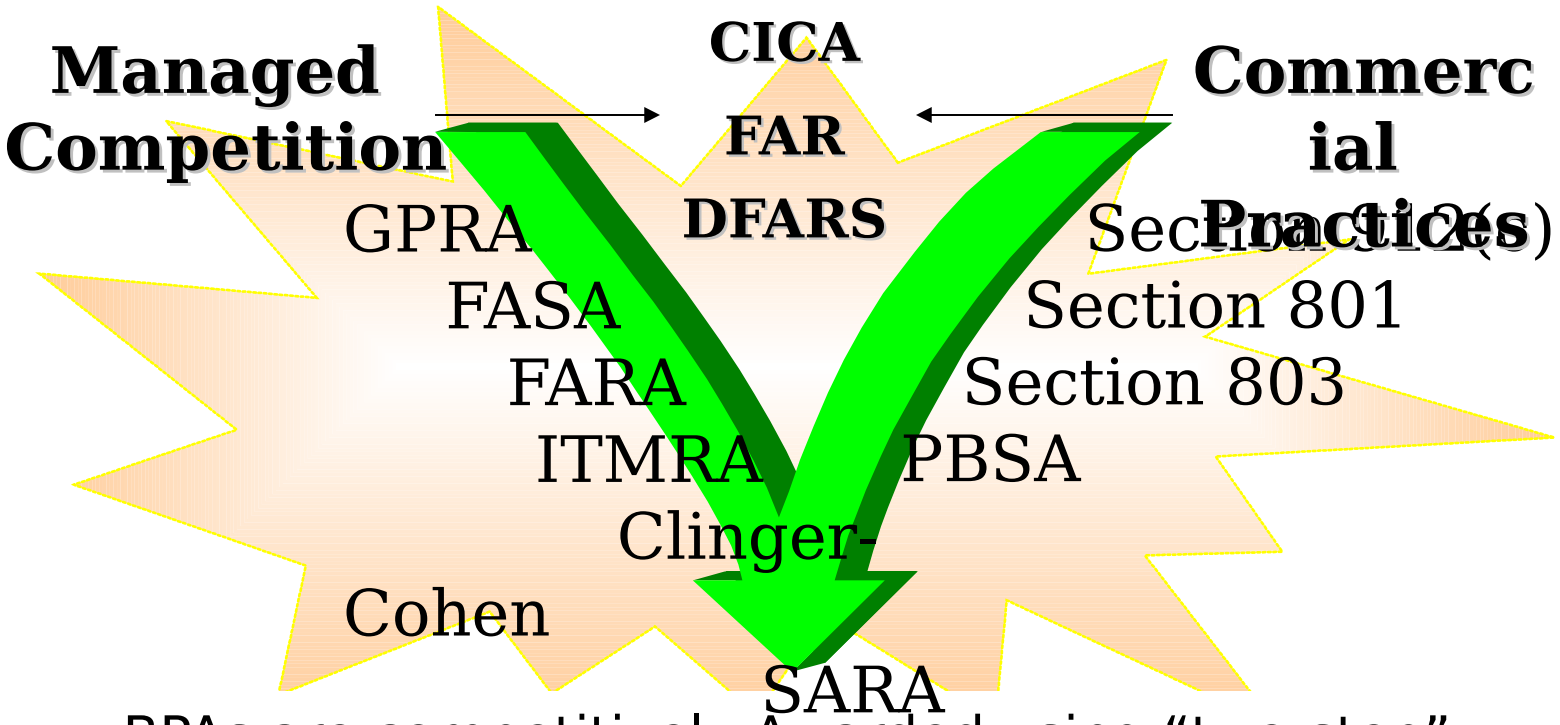
- Government Customers
  - Operating Efficiency
    - Ease of Use / Availability
    - Cycle Time to Award
    - Strong Vendor Base
  - Continuity of Work
  - Competition

- Industry Customers
  - Operating Efficiency
    - Cash Flow / Capitalization
    - Facilities / Resource Pool
  - Market Share
  - Continuity of Work
  - Dynamic Teaming
    - Unrestricted Relationships
    - Long-Term Strategies
  - Commercial Model
    - GSA Rate Schedule
    - Performance Driven

ACSS role – *Harmonious Balance*

Cycle Time v. Profitability

Regulatory Impacts



BPAs are competitively Awarded using “two-step” Process

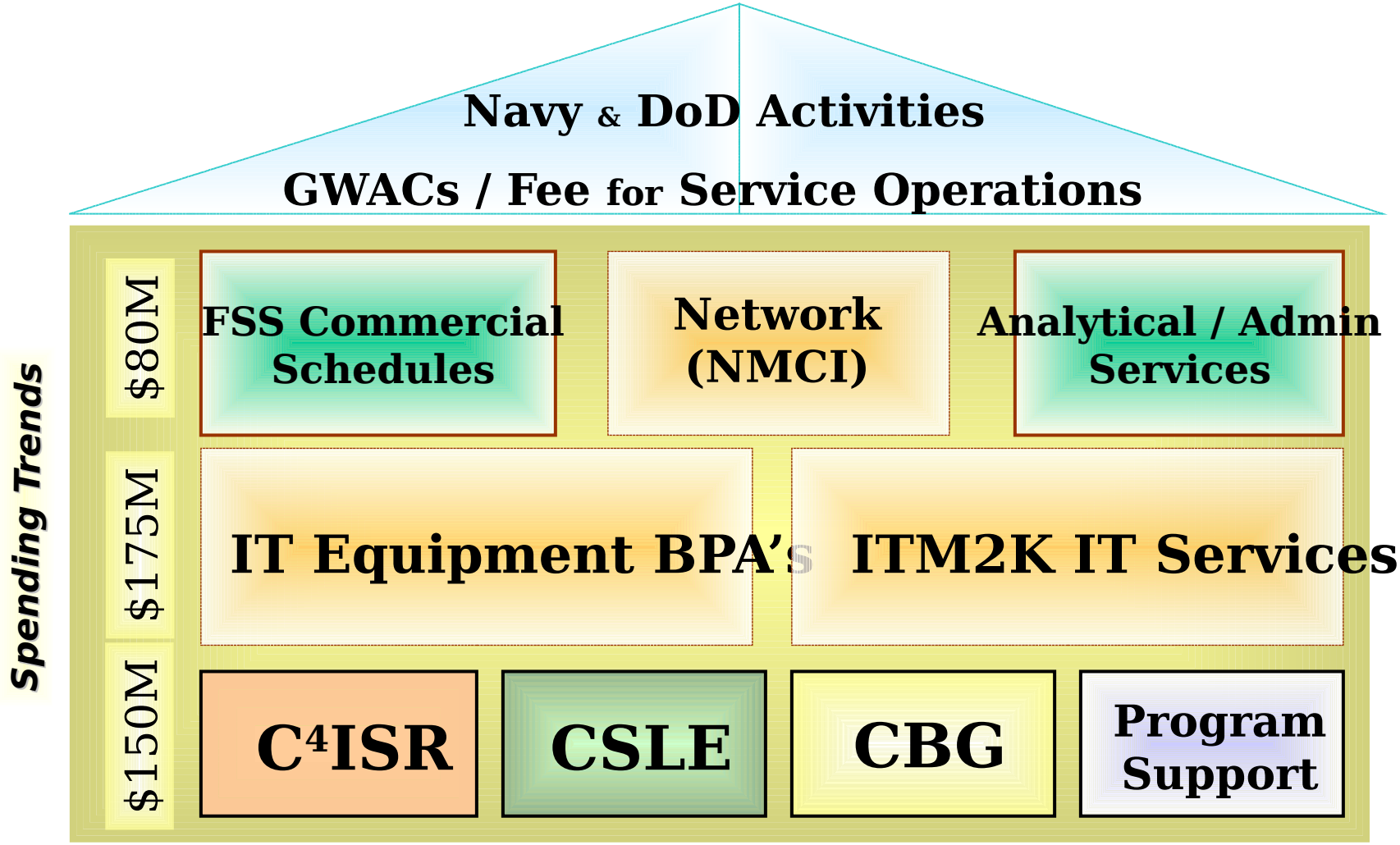
All Task Orders are competed among Domain Prime Vendors

Price / Performance-based Acquisition Practices Applied

eP^2 Web-based e-Commerce for Solicitation / Awards

Background / Optimization

Previous MCSC Business Model



Commodity Oriented - Limited Business Efficiency

New MCSC Organization

MCSC Customer Base

- ✓ $3.6B Annual $$
- ✓ 1300 Customers
- ✓ $150M+ Annual Services
- ✓ 27 - Prime Vendors
- ✓ ~140 Participating Firms

$10M+ Services Budget

HIGH VOLUME CUSTOMERS

Combat Equipment / Support Systems
Transportation / Engineer Systems
Armor & Fire Support
Infantry Weapons Systems
MAGTF C4ISR
Air Defense Management / Air Defense
Information Systems & Infrastructure

PG16
PG15
PG14
PG13
PG12
PG11
PG10

ASST CMDR TECH
ASST CMDR Eng
ASST CMDR LC SPT
ASST CMDR ACQ LOG
ASST CMDR Programs
ASST CMDR Contracts
ASST CMDR Ops
PM LAV
PM LW 155
PM TRASYS
PM AMMO
IP DIR
DEP CMDR C4I INTEG
SE&I Group
MCTSSA
Dir, ACSS

$1M(-) Services Budget

LOW VOLUME CUSTOMERS

$1 - 10M Services Budget

MODERATE VOLUME CUSTOMERS

Basis for CEOss Business Model

C4ISR | CSLE | CBG | Program Support

Common – Recurring Demand across all Commodity Groups

Navy Laboratories & DoD Activities

FSS Commercial Schedules | Analytical / Admin Services

Cyclical Demand across all Commodity Groups

DOMAINS

Specialty Engineering ~15% Constant Demand – Differentiated Oligopoly	**Business & Analytical ~10%** Cyclical Demand – Differentiated Oligopoly
Engineering & Scientific ~35% Constant Demand – Homogenous Oligopoly	**Acquisition, Logistics & Administrative ~40%** Constant Demand – Homogenous Oligopoly

- ✓ *MCSC Historical Trends since 1996*
- ✓ *Pricing Behaviors vary by Domain*
- ✓ *Rates are the Independent Variable*
- ✓ *Competition / Demand Drive Behaviors*
- ✓ *GSA Schedule Pricing reflects Market Conditions*

CEOss Domain Competencies

DOMAINS

Specialty Engineering

- ☑ 874 – MOBIS
- ☑ 871 – Engineering Services
- ☑ 899 – Environmental Services
- ☑ 70 – IT Services & Support
- ☑ 873 – Lab Testing & Analysis

Business & Analytical

- ☑ 874 – MOBIS
- ☑ 520 – Financial / Business
- ☑ 69 – Training Services

Engineering & Scientific

- ☑ 874 – MOBIS
- ☑ 871 – Engineering Services
- ☑ 70 – IT Services & Support

Acquisition, Logistics & Administrative

- ☑ 874 – MOBIS
- ☑ 874 V - LOGWORLD

- Qualifying GSA Schedules for Prime Vendors / Selective for Teammates
- No Restrictions on Team Member Schedules within Domains

CEOss Domain Players

Specialty Engineering

- **FY04 Base**: 9 Prime Awards
- **Ave. Team Members**: 11
- **Primes**: AOT, AT&T, Battelle, CSC, EMA ManTech, MTC, Sentel, Unitech

Business & Analytical

- **FY04 Base**: 4 Prime Awards
- **Ave. Team Members**: 8
- **Primes**: Booz-Allen, Kalman, MCR, AMS / Vredenberg

Engineering & Scientific

- **FY04 Base**: 8 Prime Awards
- **Ave. Team Members**: 12
- **Primes**: AERA, Anteon, BAE, DCS, Gryphon, NGIT, OSEC, Sverdrup

Acquisition, Logistics & Admin.

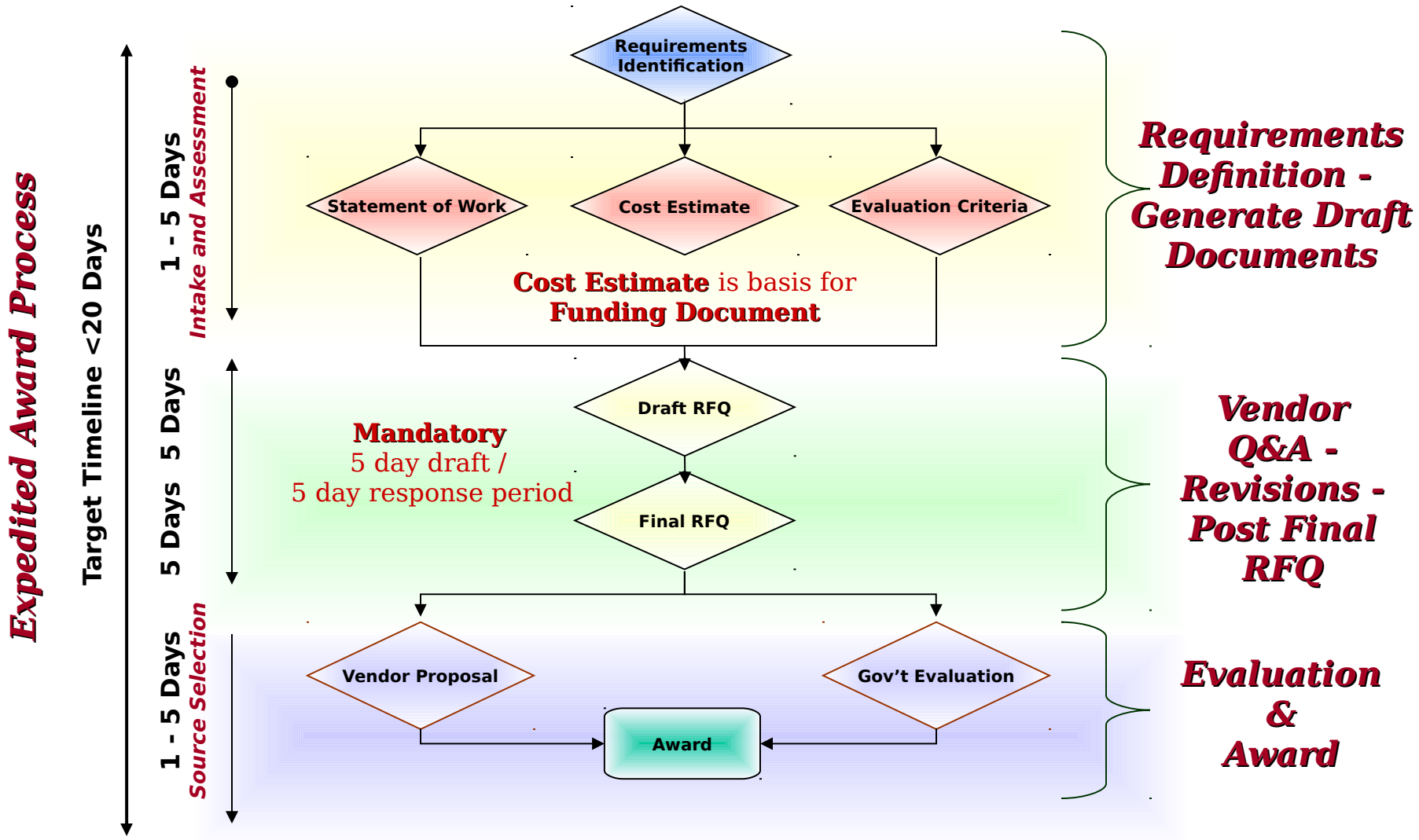
- **FY04 Base**: 4 Prime Awards
- **Ave. Team Members**: 11
- **Primes**: CACI, EG&G, INS, Information Spectrum, MKI, Titan

✓ **36% CEOss Vendors - Tier 1 - $50M+ / 5+ Schedules / Active Selling**

✓ **36% CEOss Vendors - Tier 2 - $20-50M / 3+ Schedules / Agency Footing**

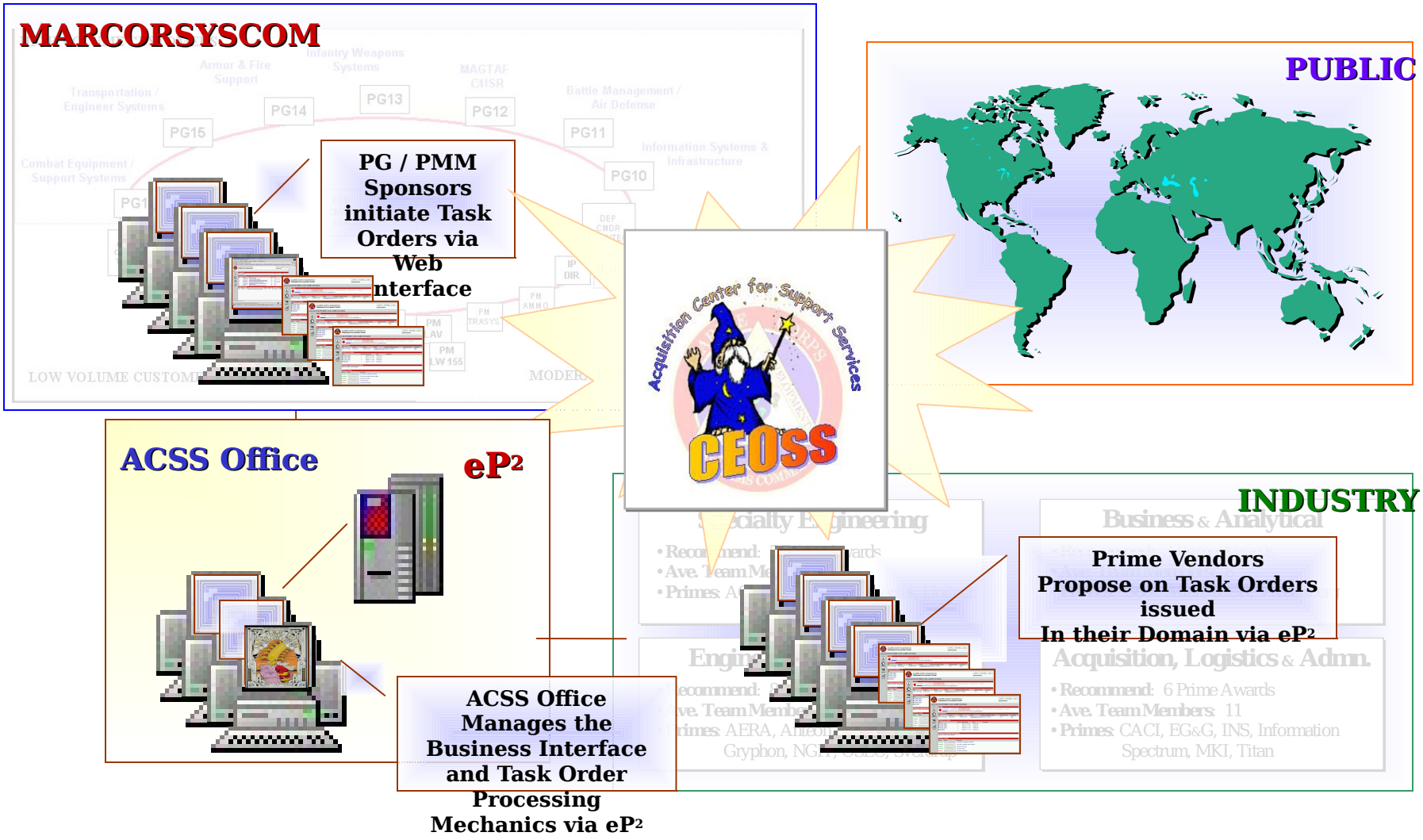
✓ **28% CEOss Vendors - Tier 3 - <$20M / 3+ Schedules / Opportunity-centric**

CEOss Business Model

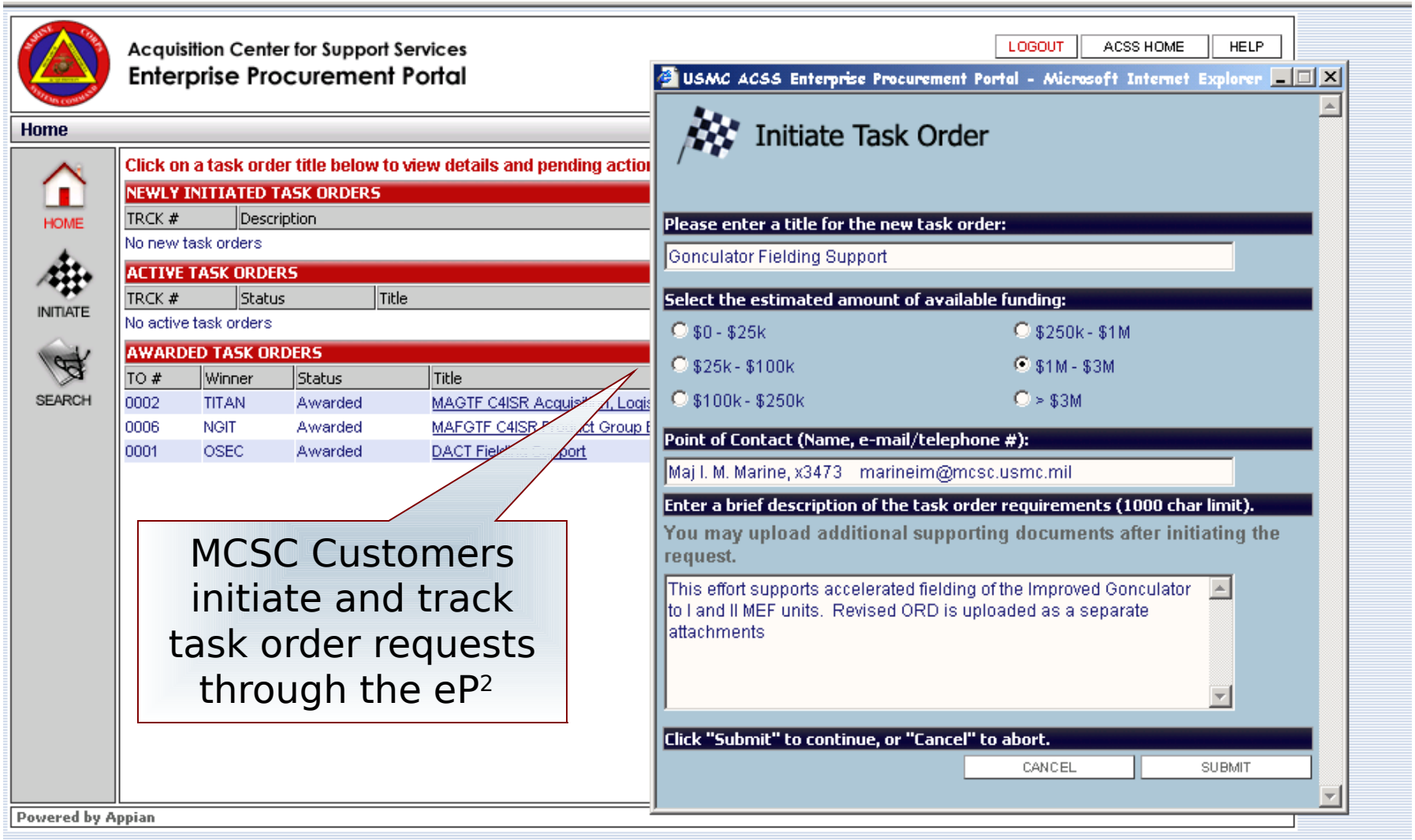


ACSS & Electronic Commerce (eP^2)

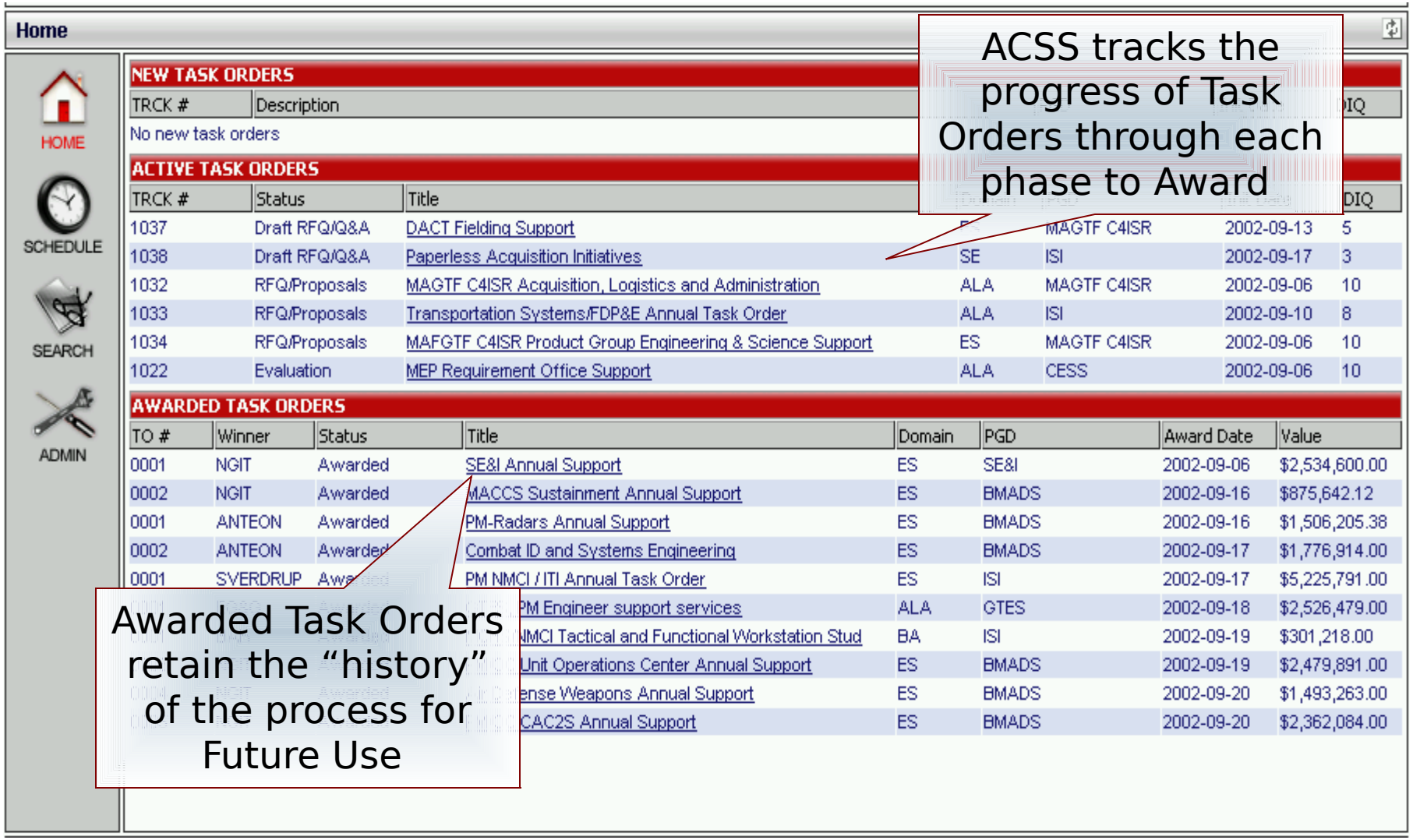
ACSS Interfaces


MARCORSYSCOM
PG / PMM Sponsors initiate Task Orders via Web Interface
PUBLIC
ACSS Office
eP2
ACSS Office Manages the Business Interface and Task Order Processing Mechanics via eP2
INDUSTRY
Prime Vendors Propose on Task Orders issued In their Domain via eP2
Acquisition, Logistics & Admn.
• Recommend: 6 Prime Awards
• Ave. Team Members: 11
• Primes: CACI, EG&G, INS, Information Spectrum, MKI, Titan

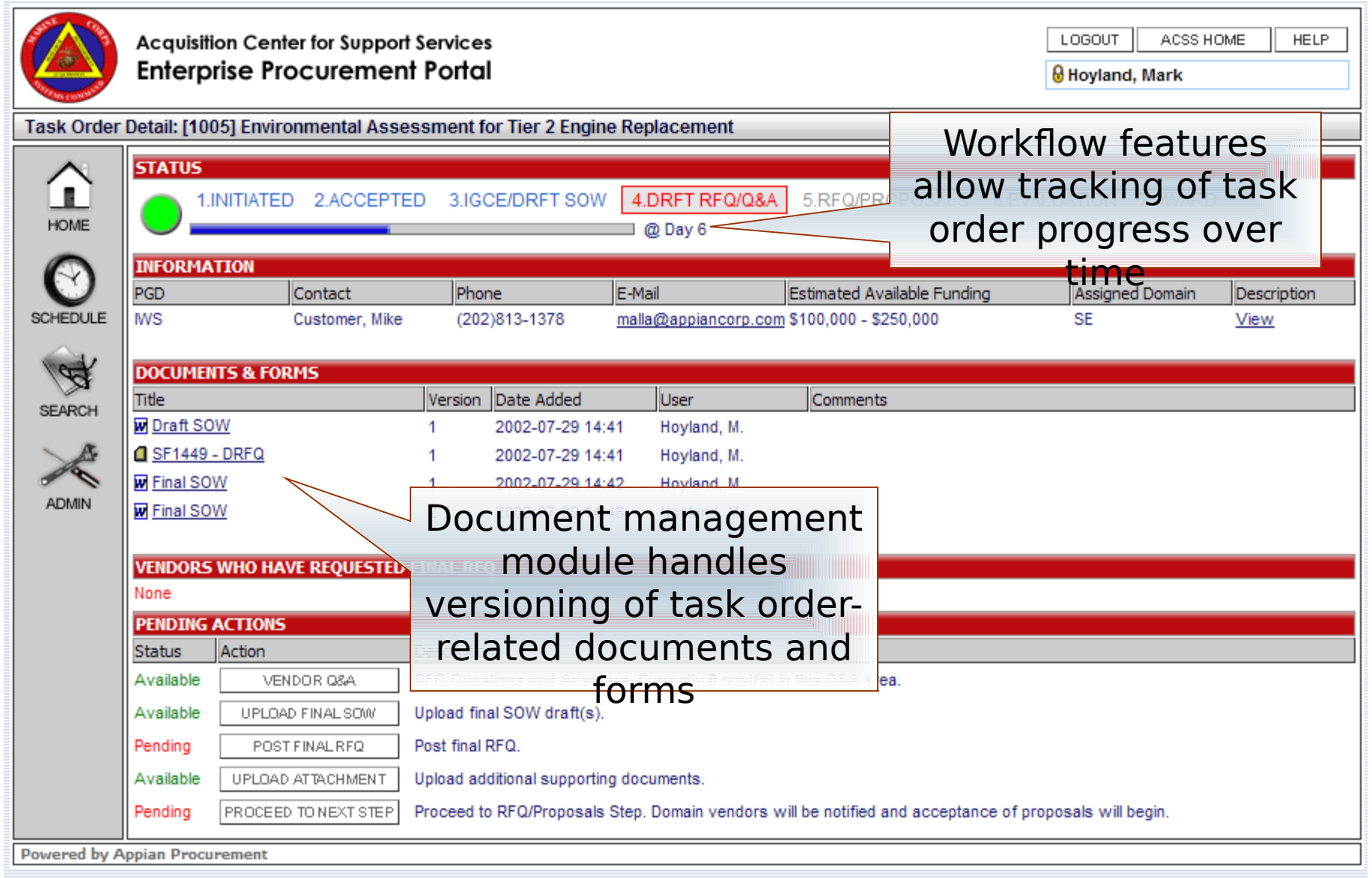
Customer View



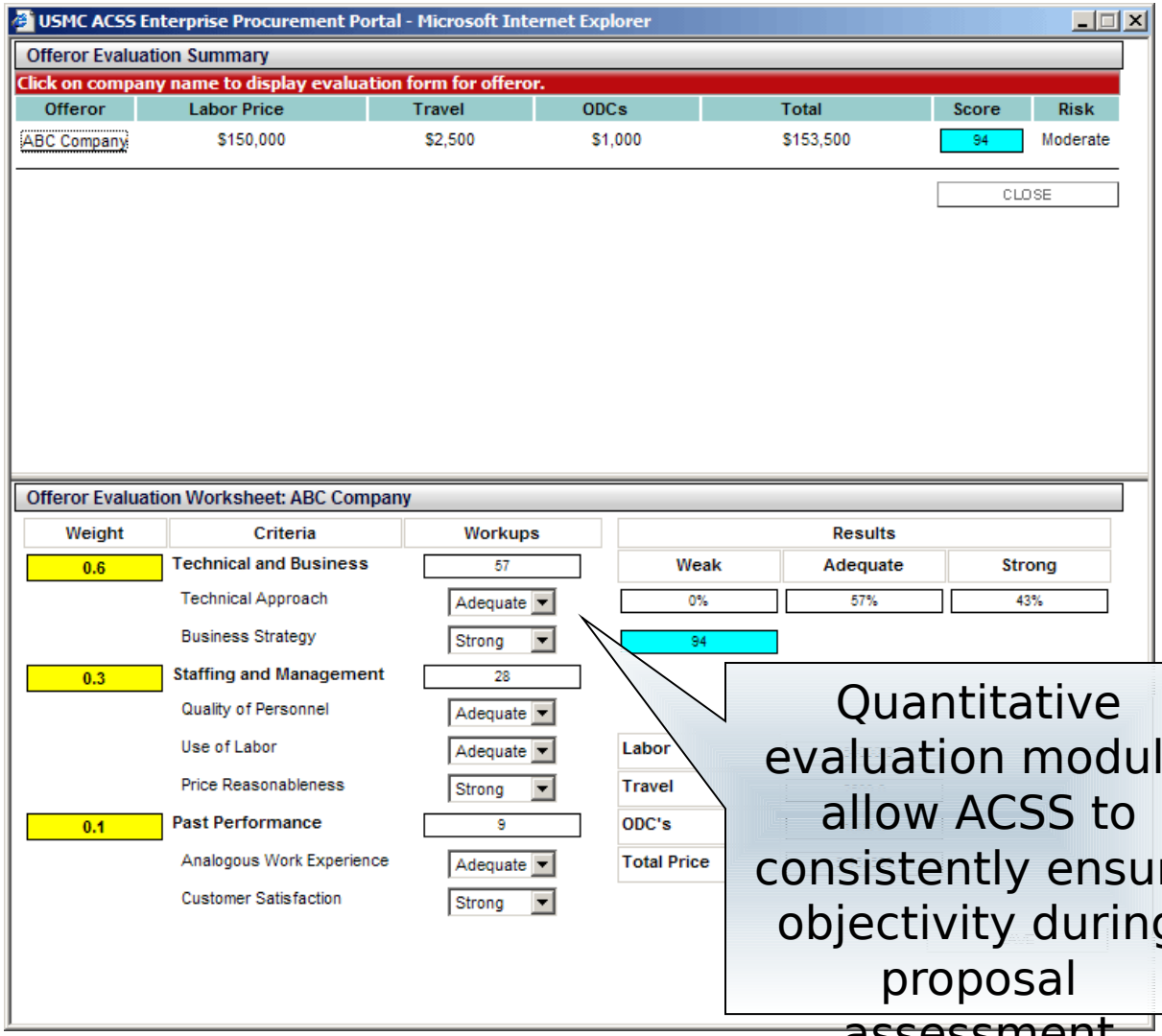
ACSS Main View


Home
HOME
SCHEDULE
SEARCH
ADMIN
NEW TASK ORDERS
TRCK # Description
No new task orders
ACTIVE TASK ORDERS
TRCK # Status Title
1037 Draft RFQ/Q&A DACT Fielding Support MAGTF C4ISR 2002-09-13 5
1038 Draft RFQ/Q&A Paperless Acquisition Initiatives SE ISI 2002-09-17 3
1032 RFQ/Proposals MAGTF C4ISR Acquisition, Logistics and Administration ALA MAGTF C4ISR 2002-09-06 10
1033 RFQ/Proposals Transportation Systems/FDP&E Annual Task Order ALA ISI 2002-09-10 8
1034 RFQ/Proposals MAFGTF C4ISR Product Group Engineering & Science Support ES MAGTF C4ISR 2002-09-06 10
1022 Evaluation MEP Requirement Office Support ALA CESS 2002-09-06 10
AWARDED TASK ORDERS
TO # Winner Status Title Domain PGD Award Date Value
0001 NGIT Awarded SE&I Annual Support ES SE&I 2002-09-06 $2,534,600.00
0002 NGIT Awarded MACCS Sustainment Annual Support ES BMADS 2002-09-16 $875,642.12
0001 ANTEON Awarded PM-Radars Annual Support ES BMADS 2002-09-16 $1,506,205.38
0002 ANTEON Awarded Combat ID and Systems Engineering ES BMADS 2002-09-17 $1,776,914.00
0001 SVERDRUP PM NMCI / ITI Annual Task Order ES ISI 2002-09-17 $5,225,791.00
PM Engineer support services ALA GTES 2002-09-18 $2,526,479.00
NMCI Tactical and Functional Workstation Stud BA ISI 2002-09-19 $301,218.00
Unit Operations Center Annual Support ES BMADS 2002-09-19 $2,479,891.00
ense Weapons Annual Support ES BMADS 2002-09-20 $1,493,263.00
CAC2S Annual Support ES BMADS 2002-09-20 $2,362,084.00
ACSS tracks the progress of Task Orders through each phase to Award
Awarded Task Orders retain the “history” of the process for Future Use

ACSS Task Order View



ACSS - Evaluation View



Evaluation Results

Offeror Evaluation Summary

Click on company name to display evaluation form for offeror.

Offeror	Labor Price	Travel	ODCs	Total	Score	Risk
Redacted	$389,997	$10,000	$5,000	$404,997	86	High
	$390,051	$46,040	$3,683	$439,774	93	Low
	$392,543	$10,000	$5,000	$407,543	100	Low
	$372,027	$11,741	$1,875	$385,643	97	Low
	$375,467	$37,802	$4,595	$417,864	84	High
	$392,333	$10,000	$5,000	$407,333	92	Moderate

CLOSE

eP2 will Capture Your Aggregate Ratings and Overall Ranking of Offers

Rationale for Award of NLW Support:

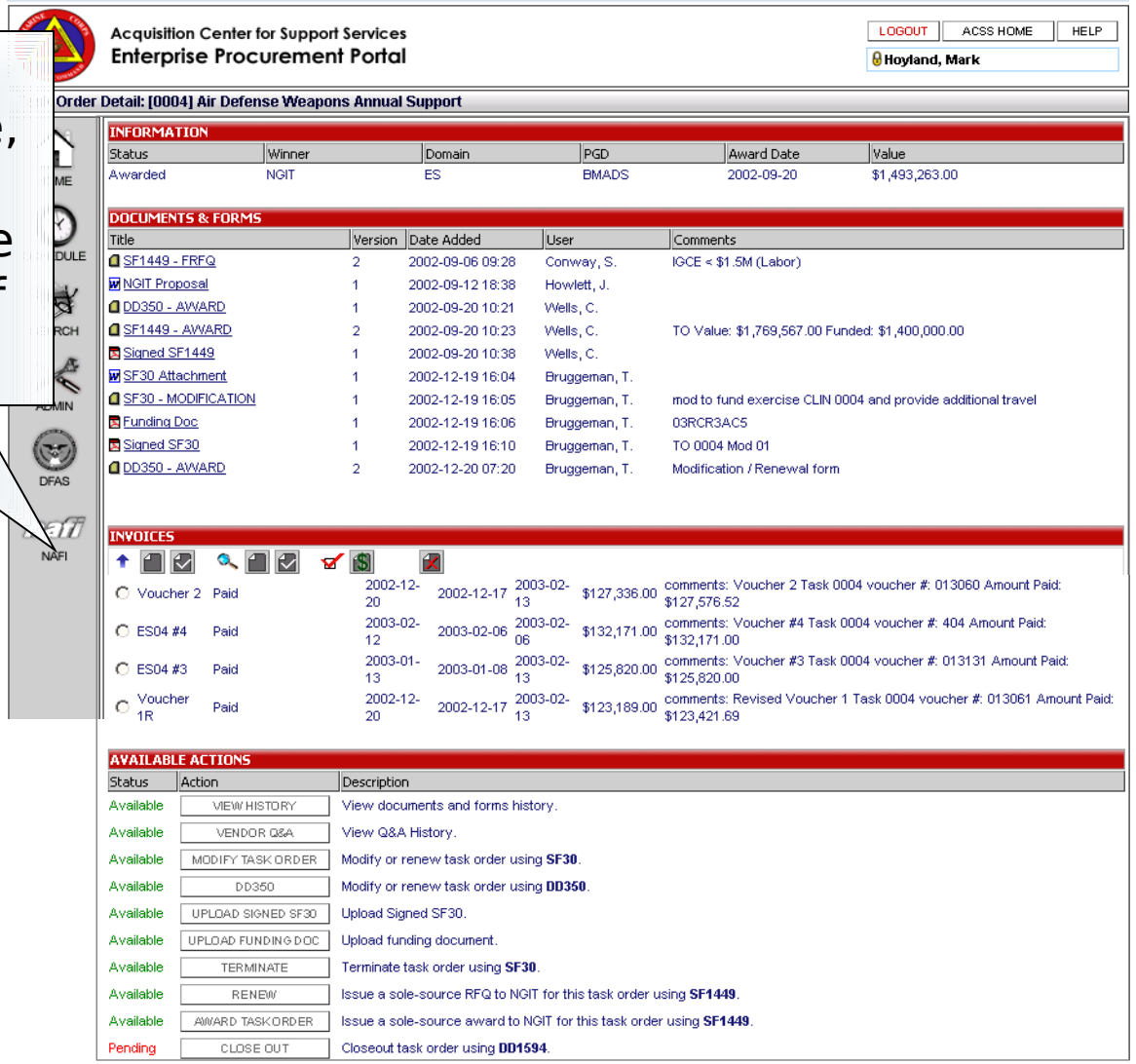
Award is recommend for Company A, at $407,543 on the basis of their superior technical and business approach. No significant risks were noted with any aspect of their proposal, nor were any exceptions taken to the development of the pricing.

Selection of contractor labor, breakdown of task requirements and overall understanding, as well as past performance are superior to the other offers received.

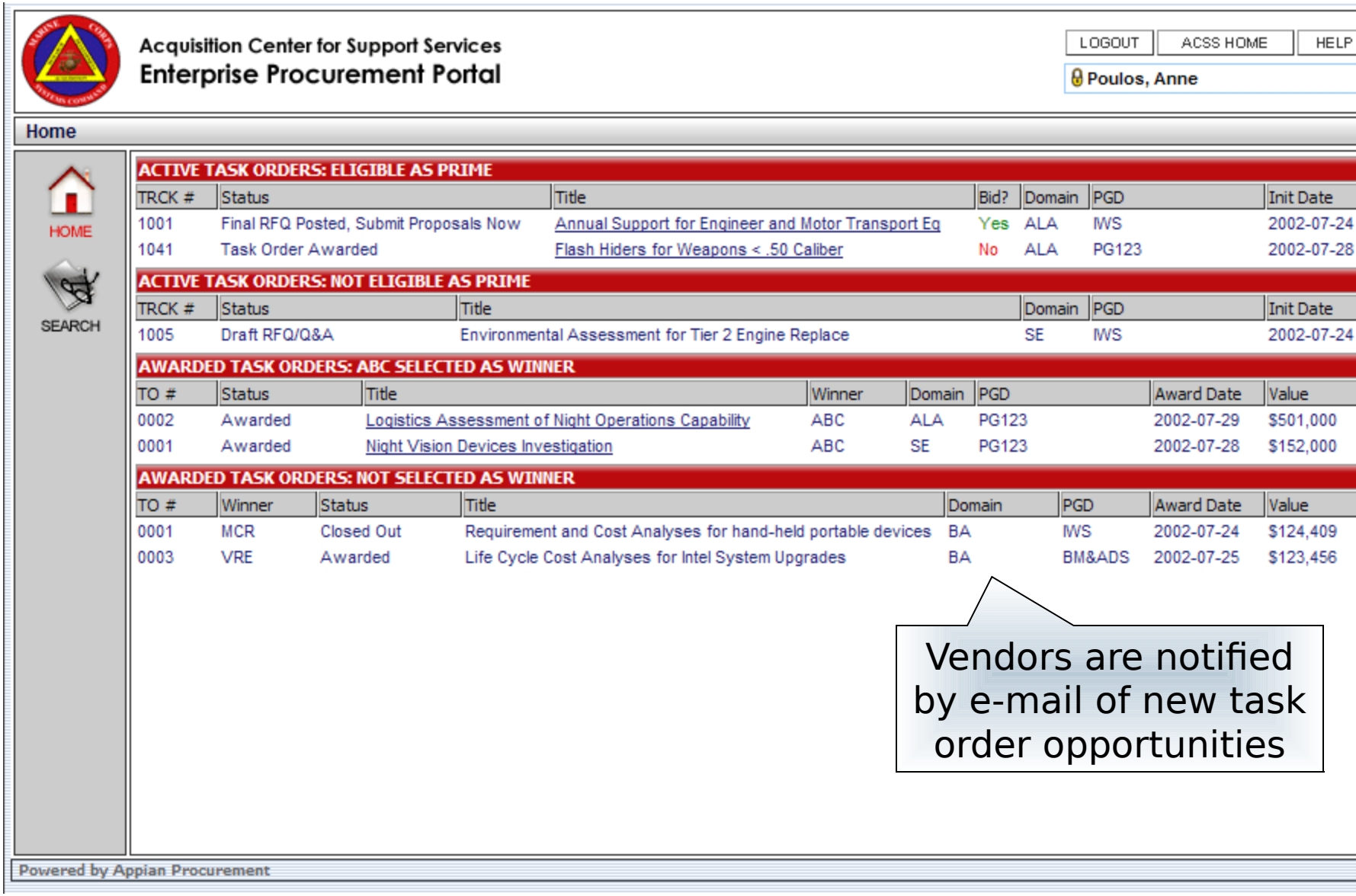
_____
Maj I. M. Marine, Chairperson

ACSS Post Award View

TO history, invoicing module, and post award screens available for all aspects of administration

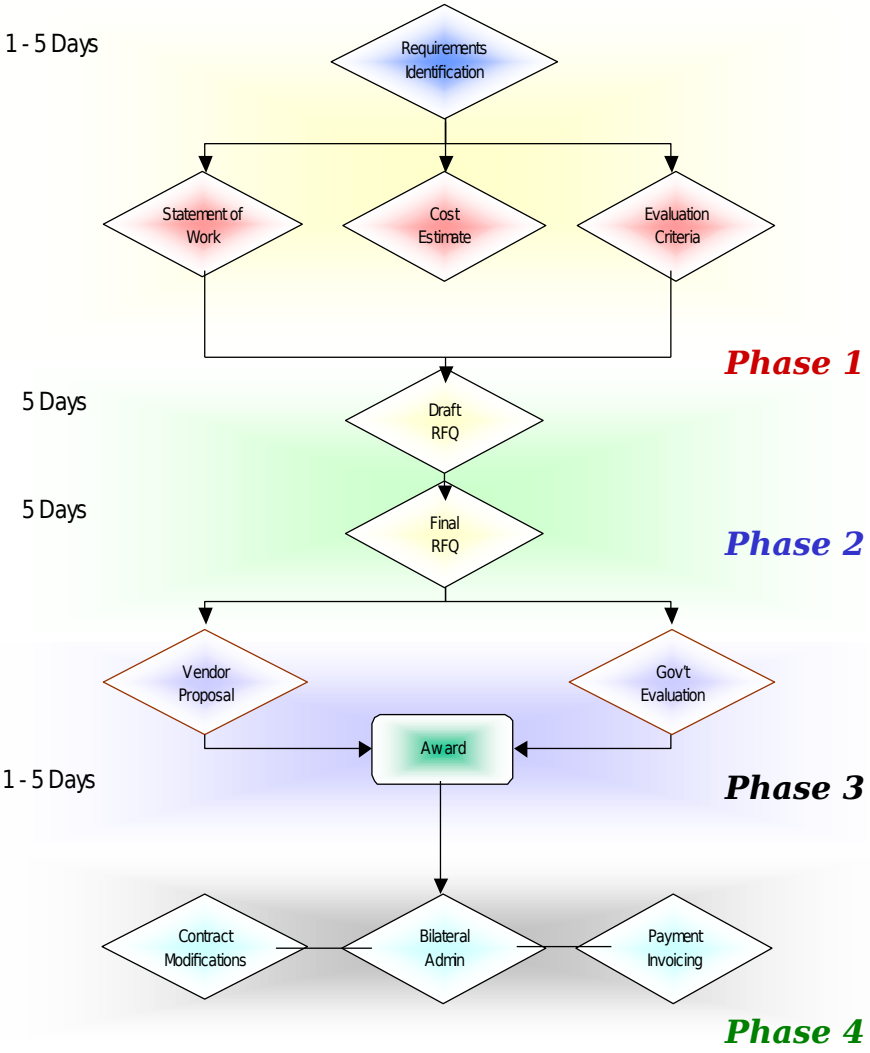

Acquisition Center for Support Services
Enterprise Procurement Portal
LOGOUT
ACSS HOME
HELP
Hoyland, Mark
Order Detail: [0004] Air Defense Weapons Annual Support
INFORMATION
Status | Winner | Domain | PGD | Award Date | Value
Awarded | NGIT | ES | BMADS | 2002-09-20 | $1,493,263.00
DOCUMENTS & FORMS
Title | Version | Date Added | User | Comments
SF1449 - FRFQ | 2 | 2002-09-06 09:28 | Conway, S. | IGCE < $1.5M (Labor)
NGIT Proposal | 1 | 2002-09-12 18:38 | Howlett, J.
DD350 - AWARD | 1 | 2002-09-20 10:21 | Wells, C.
SF1449 - AWARD | 2 | 2002-09-20 10:23 | Wells, C. | TO Value: $1,769,567.00 Funded: $1,400,000.00
Signed SF1449 | 1 | 2002-09-20 10:38 | Wells, C.
SF30 Attachment | 1 | 2002-12-19 16:04 | Bruggeman, T.
SF30 - MODIFICATION | 1 | 2002-12-19 16:05 | Bruggeman, T. | mod to fund exercise CLIN 0004 and provide additional travel
Funding Doc | 1 | 2002-12-19 16:06 | Bruggeman, T. | 03RCR3AC5
Signed SF30 | 1 | 2002-12-19 16:10 | Bruggeman, T. | TO 0004 Mod 01
DD350 - AWARD | 2 | 2002-12-20 07:20 | Bruggeman, T. | Modification / Renewal form
INVOICES
Voucher 2 | Paid | 2002-12-20 | 2002-12-17 | 2003-02-13 | $127,336.00 | comments: Voucher 2 Task 0004 voucher #: 013060 Amount Paid: $127,576.52
ES04 #4 | Paid | 2003-02-12 | 2003-02-06 | 2003-02-06 | $132,171.00 | comments: Voucher #4 Task 0004 voucher #: 404 Amount Paid: $132,171.00
ES04 #3 | Paid | 2003-01-13 | 2003-01-08 | 2003-02-13 | $125,820.00 | comments: Voucher #3 Task 0004 voucher #: 013131 Amount Paid: $125,820.00
Voucher 1R | Paid | 2002-12-20 | 2002-12-17 | 2003-02-13 | $123,189.00 | comments: Revised Voucher 1 Task 0004 voucher #: 013061 Amount Paid: $123,421.69
AVAILABLE ACTIONS
Status | Action | Description
Available | VIEW HISTORY | View documents and forms history.
Available | VENDOR Q&A | View Q&A History.
Available | MODIFY TASK ORDER | Modify or renew task order using SF30.
Available | DD350 | Modify or renew task order using DD350.
Available | UPLOAD SIGNED SF30 | Upload Signed SF30.
Available | UPLOAD FUNDING DOC | Upload funding document.
Available | TERMINATE | Terminate task order using SF30.
Available | RENEW | Issue a sole-source RFQ to NGIT for this task order using SF1449.
Available | AWARD TASKORDER | Issue a sole-source award to NGIT for this task order using SF1449.
Pending | CLOSE OUT | Closeout task order using DD1594.
DFAS
NAFI

Industry Main View


Acquisition Center for Support Services
Enterprise Procurement Portal
LOGOUT
ACSS HOME
HELP
Poulos, Anne
Home
HOME
SEARCH
ACTIVE TASK ORDERS: ELIGIBLE AS PRIME
TRCK # | Status | Title | Bid? | Domain | PGD | Init Date
1001 | Final RFQ Posted, Submit Proposals Now | Annual Support for Engineer and Motor Transport Eq | Yes | ALA | IWS | 2002-07-24
1041 | Task Order Awarded | Flash Hiders for Weapons < .50 Caliber | No | ALA | PG123 | 2002-07-28
ACTIVE TASK ORDERS: NOT ELIGIBLE AS PRIME
TRCK # | Status | Title | Domain | PGD | Init Date
1005 | Draft RFQ/Q&A | Environmental Assessment for Tier 2 Engine Replace | SE | IWS | 2002-07-24
AWARDED TASK ORDERS: ABC SELECTED AS WINNER
TO # | Status | Title | Winner | Domain | PGD | Award Date | Value
0002 | Awarded | Logistics Assessment of Night Operations Capability | ABC | ALA | PG123 | 2002-07-29 | $501,000
0001 | Awarded | Night Vision Devices Investigation | ABC | SE | PG123 | 2002-07-28 | $152,000
AWARDED TASK ORDERS: NOT SELECTED AS WINNER
TO # | Winner | Status | Title | Domain | PGD | Award Date | Value
0001 | MCR | Closed Out | Requirement and Cost Analyses for hand-held portable devices | BA | IWS | 2002-07-24 | $124,409
0003 | VRE | Awarded | Life Cycle Cost Analyses for Intel System Upgrades | BA | BM&ADS | 2002-07-25 | $123,456
Vendors are notified by e-mail of new task order opportunities
Powered by Appian Procurement

ACSS Service Center Operations

ACSS Operating Profile



Process Action	Director	PCO	Intern	Cost per Task Order	Hours per Task Order
Ph. 1- Intake	4	1	2	$303.56	7
Ph. 2- Bid	1.5	1	0.5	$125.92	3
Ph. 3- Eval	2	1	4	$260.68	7
Ph. 4- Admin	2.5	8	13.5	$803.67	24
Total	**10**	**11**	**20**	**$1,493.83**	**41**

Note **- Operating Costs increased after ACSS absorbed payment / billing administrative functions**

- ✓ Main ACSS Constraint - ***Resources***
- ✓ 3 FTEs / 2 1102 Interns / 1 Contractor
- ✓ Ave. 41-hrs. per Task Order
- ✓ High Concentration on Front-end
- ✓ 20-day Timeline is *Optimal*
- ✓ 54% of Cost allocated to

CEOss Award Distributions

Customer	FY03 Labor	FY03 Reduction	FY04 Labor	FY04 Reduction	TO's	Response	Cycle	03 Red.	04 Red.
AFSS	$2,794,196	$265,804	$4,858,860	$810,712	6	72%	19	10%	17%
Ammo	$990,587	$44,413	$0	$0	2	50%	19	4%	0
BMADS	$14,444,389	$4,925,611	$17,537,882	$895,246	28	67%	16	34%	5%
CESS	$672,537	$147,463	$19,082,518	$4,013,142	13	80%	19	22%	21%
GTES	$3,839,551	$930,495	$8,746,942	$795,662	9	71%	15	24%	9%
ISI	$24,321,500	$5,003,500	$15,158,041	$1,631,458	27	66%	17	21%	11%
IWS	$1,535,910	$385,792	$310,940	$89,060	6	84%	18	25%	29%
C4ISR	$11,100,055	$2,338,745	$12,327,925	$1,851,002	9	70%	15	21%	15%
MCTSSA	0	0	$6,263,890	$1,036,110	3	74%	14	0	17%
Other	$2,679,284	$319,468	$2,429,369	$488,364	15	62%	16	12%	20%
PROG	$1,318,645	$176,355	0	0	5	80%	18	13%	0
SE&I	$3,113,391	$686,609	$2,206,962	($354)	3	75%	17	22%	0%
TRASYS	$0	$0	$1,520,209	$1,279,791	1	33%	17	0	84%
Total	$66,810,045	$15,224,255	$90,443,538	$12,890,193	127	71%	17	19%	14%

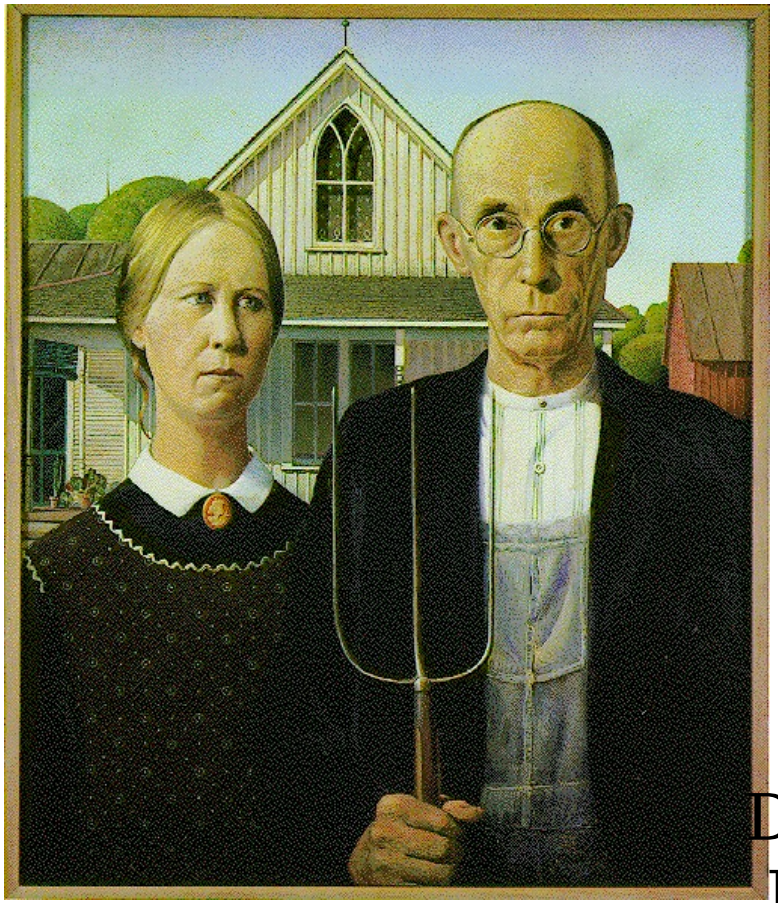
Domain	Vendor	Total	Domain %	SB $ / %	SB %
ALA	CACI ASG	$887,089	0.02	$9,003,113	17%
	EG&G	$15,791,581	0.30	17%	
	Info Spec	$339,608	0.00		
	INS	$4,098,100	0.08		
	MKI*	$9,003,113	0.18	Average Value	
	Titan	$21,875,702	0.43	$1,299,880	
BA	BAH	$2,213,773	0.22	$5,749,823	25%
	KALMAN*	$5,749,823	0.56	53%	
	MCR Fed	$1,984,626	0.14	Average Value	
	AMS - V'burg	$822,587	0.08	$633,577	
ES	AERA*	$944,774	0.01	$4,748,999	38%
	Anteon	$10,976,402	0.13	5%	
	BAE	$2,438,933	0.03		
	DCS	$614,091	0.01		
	Gryphon*	$0	0.00		
	NGIT	$53,851,159	0.62		
	OSEC*	$3,804,225	0.04	Average Value	
	Sverdrup	$14,178,215	0.16	$1,929,062	
SE	AOT *	$7,235,651	0.33	$8,933,541	33%
	AT&T	$666,462	0.03	38%	
	Battelle	$2,920,358	0.09		
	CSC	$9,789,729	0.45		
	EMA	$309,918	0.01		
	ManTech	$484,988	0.00		
	MTC*	$0	0.00		
	Sentel	$100,000	0.00	Average Value	
	Unitech*	$1,697,890	0.08	$928,200	
* Small Business / SDB					

Domain	TO's	Volume %	Total Value	Investment %	
ALA	40	31%	$51,995,193	30%	
BA	17	13%	$10,770,809	6%	
ES	45	35%	$86,807,800	50%	
SE	25	20%	$23,204,996	13%	
	127		$172,778,798	← Base Award Value	

Total CEOss Activity		
Award $	$172,778,798	
Mods	$8,638,940	
G/Total	$181,417,737	
SB $	$28,435,476	16%
SB Vendors	30%	

Note - My principal metric is labor cost reduction rather than total obligation. We have another model that tracks obligations / expenditures via contract modifications - however I only adjust this quarterly and reflect it in the Grand Total line.

ACSS Principals



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Cynthia R. Wells
ACSS Contracting Officer
Quantico, Virginia

Cynthia Wells is the Lead Contracting Officer for the Acquisition Center for Support Services at Marine Corps Systems Command, Quantico, Virginia. She has been instrumental in implementing a customer-centric business model employing state-of-the-art e-commerce to facilitate managed task order competitions for technical support services. Since its inception in 2002, the Ms. Wells has been responsible for awarding one hundred forty-two (142) competitive task orders totaling greater than one hundred eighty-five million (~$185M).

Ms. Wells has been employed by the Marine Corps since 1995 and has served as Contracting Officer for the Assault Amphibious Vehicle (AAV) Program Office, and Contract Specialist for the Combat Support Logistics Equipment Directorate and Test Measurement Diagnostic Equipment office. Her breadth of experience spans from simplified acquisition to Pre and Post-award contracting for large dollar value efforts.

Ms. Wells received her undergraduate degree from Mary Washington College, Fredericksburg, Virginia, in Business Administration with a concentration in Accounting and her graduate degree from Strayer University, Washington D.C, in Business Administration. Ms. Wells is a DAWIA Level III Certified professional in the Contracting Field, a member of the Acquisition Professional Community and a member of the Old Dominion NCMA chapter. Ms. Wells was the recipient of the FY02 Department of the Navy Competition and Procurement Excellence Award for Outstanding Promotion of Competition.